



# CALLING ALL LOCAL CONTRACTORS!

## Do You:

- Deliver residential and/or commercial energy efficiency upgrades in San Luis Obispo, Santa Barbara and/or Ventura Counties?
- Provide any of the following: heat pumps (HVAC or water heater), HVAC tune-up or replacement, windows, insulation, duct work, refrigeration, lighting, or other energy saving services?
- Provide services to help homes and businesses decarbonize and save money?
- Want to access incentive dollars and expand your customer base?

***If your answers are yes, submit an interest form to learn more about our incentive programs!***

Interest Form & Enrollment:  
[3c-ren.org/contractors](https://www.3c-ren.org/contractors)



## How does it work?

3C-REN helps contractors get incentives for metered kWh and therm savings at single-family homes and small-to-medium businesses in the tri-counties via two 3C-REN programs:

- Home Energy Savings
- Commercial Energy Savings

There is no restrictive list of eligible measures. Get paid to meet your customers' energy and electrification needs.

Additional bonus incentives for projects that serve hard-to-reach customers and for electrification projects. See the FAQ on the back for details.

# CONTRACTOR Q&A

## How does the program work?

You deliver energy saving projects to customers in single family homes (4 units or fewer, mobile homes, or manufactured homes also eligible) and/or small-to-medium sized businesses in the tri-counties. Both the customer and you, the contractor, can earn incentives for the project, for the measured energy savings of your customers. Note that customers cannot have participated in other CPUC incentive programs in the past 12 months.

## What measures are eligible?

Most standard energy efficiency or electrification measures (or combinations of measures) are eligible. The key is to make sure that the work that you do results in measured energy savings.

## How do I participate?

Sign up on our website or call Reid Leiter at (717) 875-9251 to discuss participation. If your services are a good match, you can sign a contract with our partner, Recurve, to participate.

## How do I get paid?

You will need to enroll each project in Recurve's online platform to make sure that you are credited for the energy savings of your projects. Project pre-approval is required.

## When will I be paid?

For the residential program, half of the estimated incentive total will be paid following project installation. For the commercial program, 20% of the estimated incentive will be paid up front. For both programs, the rest of the incentive will be paid in quarterly increments over the course of the year following installation, based on the actual metered energy savings of the project.

## How are incentive payments determined?

When you enroll your project on the platform you will input the estimated kWh and therm savings of the project. These numbers will be used to estimate an incentive value based on time of use energy models. Actual incentive values will be based on measured energy savings. Two categories of projects are paid higher incentive rates:

- 1) Projects serving hard-to-reach\* customers receive enhanced incentives.
- 2) Projects that replace natural gas appliances with electric appliances have higher incentive payments than other therm-saving projects (for example, replacing a gas water heater with a heat pump water heater could earn an estimated \$1,600 for residential and \$5,800 for commercial).

## How can I get more program details?

Please attend a webinar or see slides for each program: [residential](#) and [commercial](#).

## Do I need to pass incentive payments to my customers?

For the residential program, only the initial 50% upfront payment must be paid to customers. The remaining 50% is paid out quarterly to contractors once projected energy-savings are verified by the energy meter. For the commercial program, currently there is no set requirement for passing incentive payments to customers, but it is highly encouraged.

## What other benefits are there to participating in the program?

Participating contractors are listed on 3C-REN's outreach materials and on Recurve's website. Interested residents and businesses will be referred to these lists.

Enroll today!

[3c-ren.org/contractors](https://3c-ren.org/contractors)

\*Hard-to-reach (HTR) definitions vary based on program (residential or commercial) and county (San Luis Obispo, Santa Barbara, or Ventura). Please refer to the program manuals available on our website for more details.